

# Going to Scale – How private and public sector can join forces to create vibrant markets for cookstoves

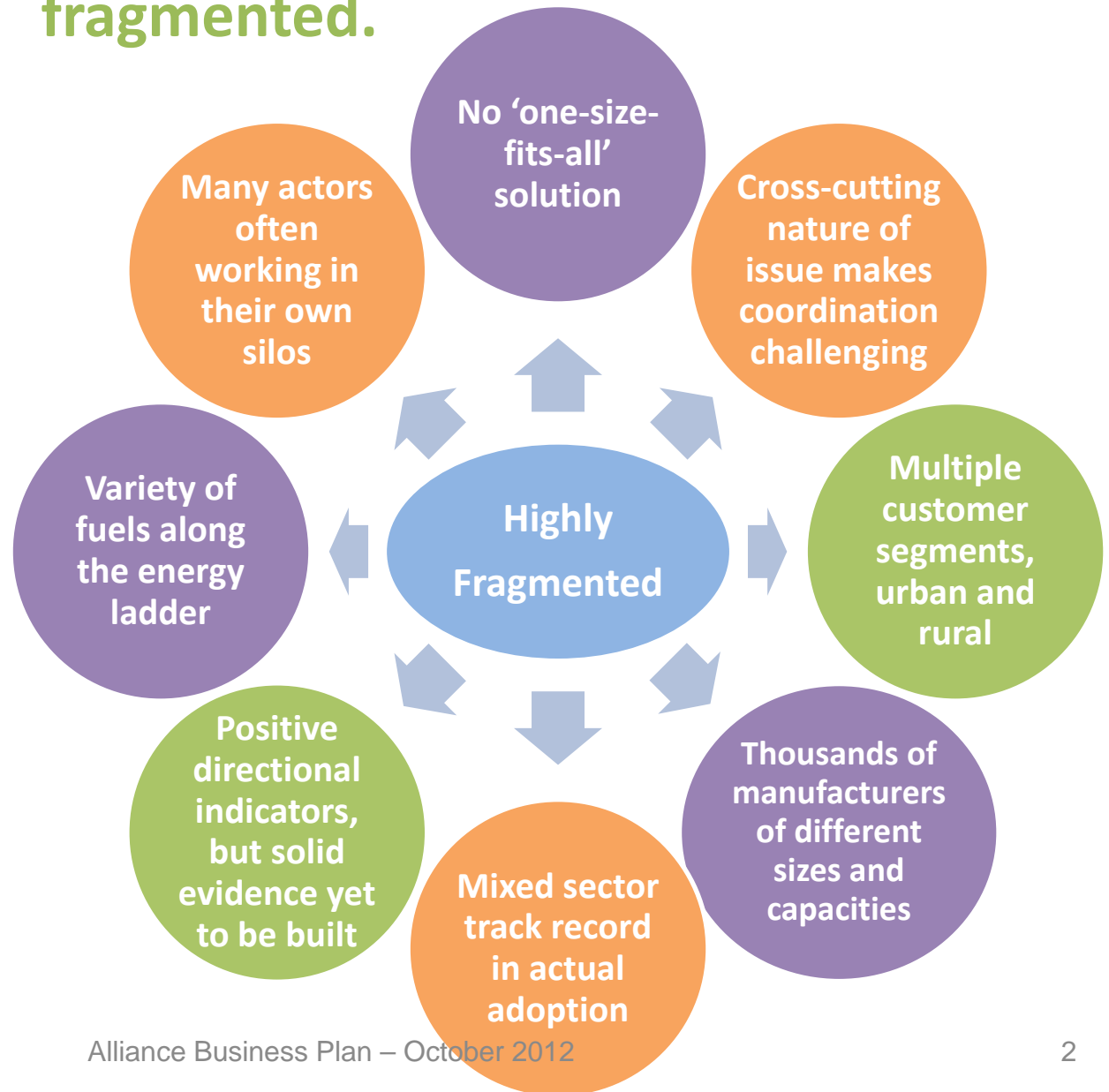
Lucy Stevens, Practical Action



**While there is a foundation to build on ...**

- At least 2 million improved stoves sold last year
- Decades of cookstove implementation experience
- Hundreds of active stove organizations

**the market today remains fragmented.**



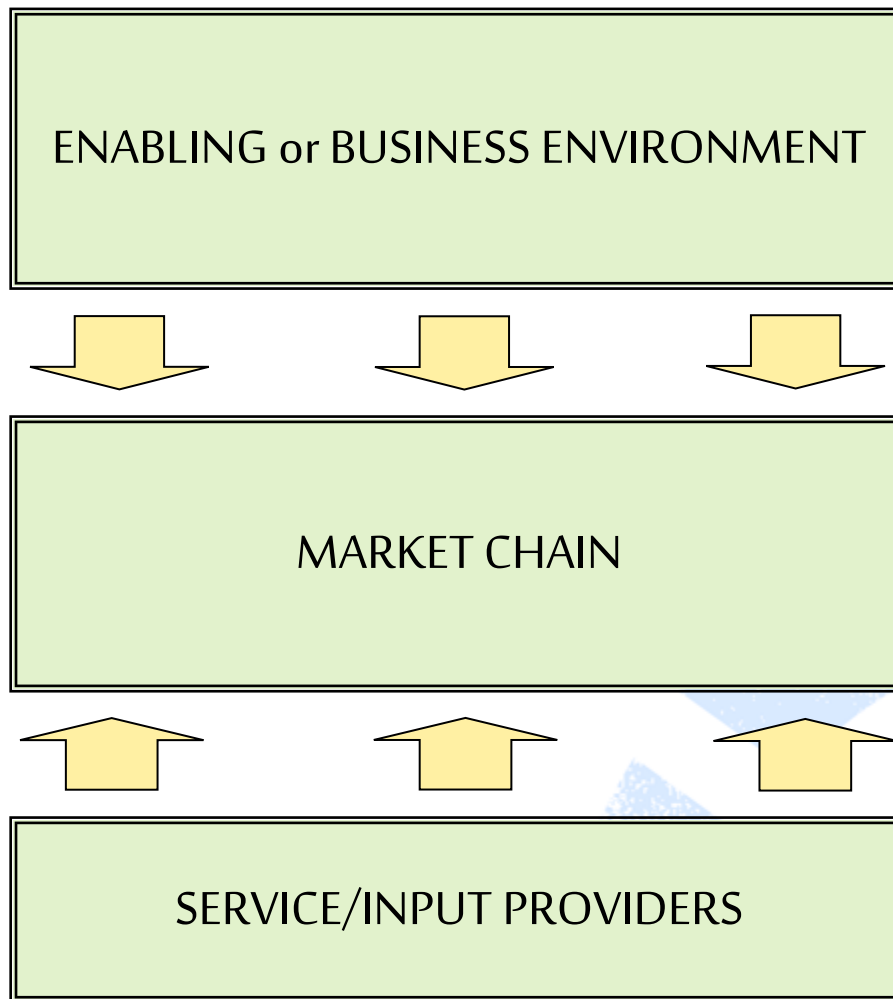
# Workshop objectives

- Identify expectations of public and private sector
- Identify co-operation opportunities between public and private sector
- Develop recommendations for improving the roles of public and private sector actors

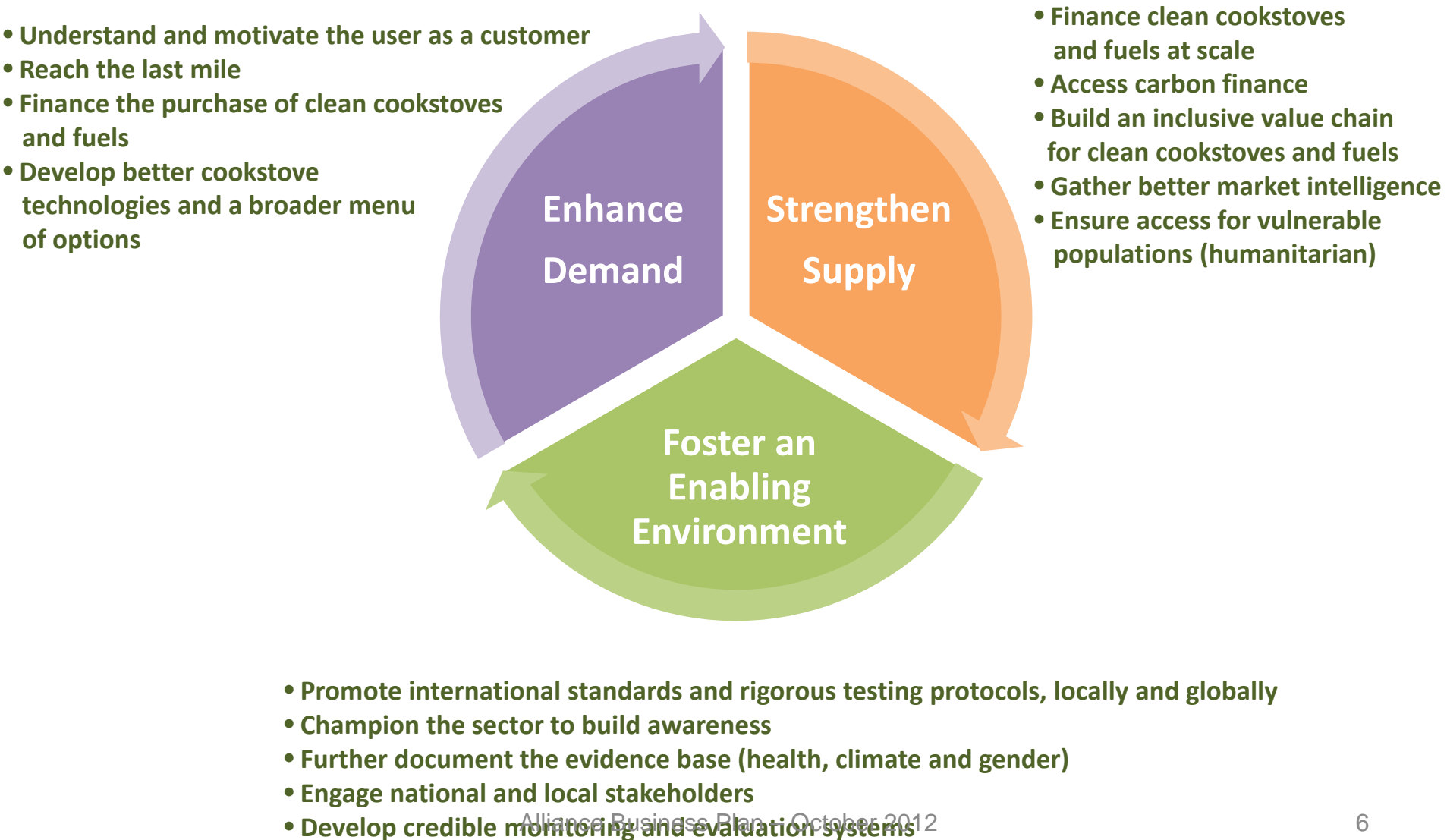


# Setting the scene

- Vibrant markets
  - Sectors and sub-sectors
- Which private and public sector players?
  - The chain of actors in the core market
  - Actors in inputs and business services
  - Actors from the business environment



# A three-pronged strategy has been developed to spur the clean cookstove & fuel markets.



## The supply chain: inefficiencies remain





# Concluding points

- Listen out for 'supply chain' stages and issues in presentations
- Think about the whole market system
- Think about the most appropriate scale of analysis
- Look for points of leverage and co-operation opportunities



# Thank you

lucy.stevens@practicalaction.org.uk

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